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Soura, ChristianChristianSoura@gov.sc.gov  
**CC:** David.Gorleku@gs.comDavid.Gorleku@gs.com  
**Date:** 8/15/2013 6:08:10 PM  
**Subject:** Re: connection with Goldman Sachs

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Joe - Thank you for the introduction.

Tony, John and Christian - I look forward to meeting you on August 27/28. We have had several conversations with Joe and Megan regarding a potential PFS project in SC and are excited about moving forward and meeting key local stakeholders. If you would like to schedule a call in advance of the meetings in SC, please let me know.

Kind regards,

Cristina Shapiro

----- Original Message -----

**From:** Joe Waters [mailto:jwaters@instituteforchilddsuccess.org]  
**Sent:** Wednesday, August 07, 2013 09:02 PM Eastern Standard Time**To:** Anthony Keck <KECK@scdhhs.gov>; Phillips, Andrea L. [GSBankUSA]; Shapiro, Cristina [GSBankUSA]; John Supra <SUPRA@scdhhs.gov>; Soura, Christian <ChristianSoura@gov.sc.gov>  
**Subject:** connection with Goldman Sachs

Hi Tony, John, and Christian,

By way of this email, I'd like to connect you with Andrea Phillips and Cristina Shapiro of the Urban Investment Group at Goldman Sachs. They are particularly interested in helping us advance a PFS opportunity in South Carolina. They have led the investments Goldman has made in Utah and New York City. Cristina will be in Greenville and Columbia on August 27th and 28th to attend the presentations of the SC NFP Pay for Success Study that we are hosting those days. I hope there will be an opportunity for y'all to meet in person then.

Andi and Cristina,

Tony Keck is Director of South Carolina's Dept of Health and Human Services, John is Deputy Director, and Christian Soura is Governor Haley's Deputy Chief of Staff for Budget and Policy. They have been leading the state's efforts on PFS.

I look forward to continuing to work with you all to move this work forward in South Carolina. Thanks to you all.

Best,

Joe

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Joe Waters

Vice President of Policy and Communications

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